TAYLORMADE
RENEWABLES LTD.

Energy | Environment | Innovation

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"Renewable Energy holds out Greatest promise to Mankind"

Its Almost Free, Healthy, Friendly, Inexhaustible, Nonpolluting, Green & Clean Sustainable Energy

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- Our Business
- Value Proposition
- Growth Plans
- Financials
- Industry Growth & Trends

Our Business

- Technology – (CST) Parabolas
- Product Portfolio
- Manufacturing Capability
- Production Unit / Factory
- Capacity and Capacity Utilization

Our Business

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We are primarily engaged in providing new and renewable energy solutions for different applications with wide range of technology driven products.

Solar Thermal Advantage

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Solar Thermal Energy is available in abundance:

Sr.No	Description	Solar PV	Solar Thermal
1	Efficiency	15 to 18%	60 to 65%
2	Space required	1 sq.m	¼ of sq.m
3	Price difference	1	1/3
4	Application	Only Lighting Loads	Has Large applications including Power
5	Technology	Plug and Play	Needs Lot more Technology
6	Profitability	Very Thin	Good

Technology – (CST) Parabolas

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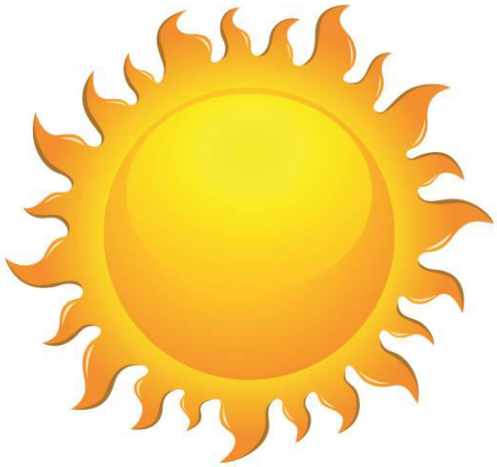
The Technology is about Concentrating Solar Radiation by automatically tracking the Sun and using the Thermal Energy for different applications like:

- **Steam Generation**
- **Direct Heating**
- **Indirect Heating**
- **Thermic Fluid Heating**



We have two technologies – Parabolic Static Focus & Moving Focus Technology.

“India is blessed by “SUN GOD”

Product Portfolio

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Dish Cooker:

Dish cooker is used for faster outdoor cooking with solar energy. It concentrates sunlight to a single point. When this point is focused on the bottom of a pot, it can heat the pot quickly to very high temperatures which can often be comparable with the temperatures achieved in gas and charcoal grills.

Applications: Rural families, Residential schools with mid-day meal program, defense teams deployed in remote and urban areas etc.

Availability: It is available in three categories namely SK 14, SK 28, SK 40 of a cooking capacity for up to 12 people, up to 30 people, up to 50 people respectively.

Life: Around 15 years.

Product Portfolio

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Box Cooker

Box Cooker is used for outdoor cooking with solar energy. It easily portable and has wheels to track the Sun. It is used especially where using fire is risky or no availability of fuel. Its design and curved surface is safe for the users to prevent cuts and bruises.

Applications: Rural families, residential schools with mid-day meal program, defense teams deployed in remote and urban areas etc.

Availability: It is available for cooking capacity for upto 8 people.

Life: Around 10 years.

Product Portfolio

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Cook Stove

Cookstoves is used for cooking and heating of food with biomass fuels. It is designed to reduce the fuel consumption per meal and to curb smoke emissions from open fires inside dwellings. These are Eco Friendly and Smoke Free Chulha with sturdy structure. There is no setup or installation required.

Applications: Rural Families

Availability: It is available in five categories namely Front Loading Domestic Cook stove,Front Loading Domestic Cook stove for Below Poverty Level, Force Domestic Cook stove,Natural Community Cook stove, Force Community Cook stove.

Life: Around 10 years.

Product Portfolio

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Solar Dryers

Solar Dryers is used to dry any food substance or other products by utilizing solar energy. It helps in preservation of the food and also increases the shelf life. Solar dryer can be used for drying fruits, vegetables, corn, maize, rise, cassava, cocoa, fish, meat, mushrooms, spices, tea, coffee, cacao, tobacco, cashew and macadamia, milk, hay, copra and also treating timber and many more.

Applications: Food processing industry

Availability: It is available in nine categories namely solar high efficient dryer, solar cabinet dryer, solar tunnel dryer, solar herb dryer, industrial solar dryer, solar tent dryer, fish dryer, food processing solar dryer, solar dryer for chili.

Product Portfolio

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Solar Direct Cooking System

This system is used for cooking, roasting, baking frying and boiling in the comfort of the Kitchen. It consists of concentrating reflector that moves to track the movement of the Sun. The sunlight enters a nearby kitchen directly through a secondary reflector to fall on a cooking pot or frying surface. The system can sustain wind velocity of 200 Km./Hr.

Applications: Residential schools, mid-day meal program, defense teams deployed in remote and urban areas, hotels, institutions, temples and many more catering to less than 200 persons daily.

Product Portfolio

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Solar Thermic Fluid Cooking System

This is the Solar Hybrid Cooking System for all cooking needs. The thermic fluid heated in the receivers due to solar energy goes to Hot oil storage tank. The system is connected with thermic fluid storage tanks and hot oil pipelines that in turn are inter-connected with the boiler.

Applications: Gurudwara serving langar, residential schools, mid-day meal program, military and defense teams deployed in remote and urban areas, hotels, jails, institutions and many more catering to more than 200 to several thousand persons daily

Product Portfolio

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Solar Waste Water Evaporator System

The Waste water will be pumped on a Metal Open tray (painted with absorber paint) through a simple pump and from there it will be falling on the Receiver by gravity. The receivers will be heated by concentrating solar energy. The temperatures on the Receivers will be more than 1,000° C. The falling water on the receivers will start evaporating and the rest of the water which is not evaporated will be heated up. The heated water will fall again in the nearby Solar Pond through a sprinkler system and the cycle will be repeated continuously.

Solar Hot Water Application

In Thermo Siphoning Technology the water is fed through feed water line to the receiver which comes from the storage tank and the outlet of the receiver sends the water back to the storage tank (small systems). In Pressurized Hot Water applications the water is pumped by pressure so the phase change does not occur due to high temperatures.

(Note: Images are for the graphical presentation only)

First time in the World by CAD Pulgaon and TRL
Sterilization of TNT Bomb Shells

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Containerized Solar Steam Project with Larkfleet Ltd -UK

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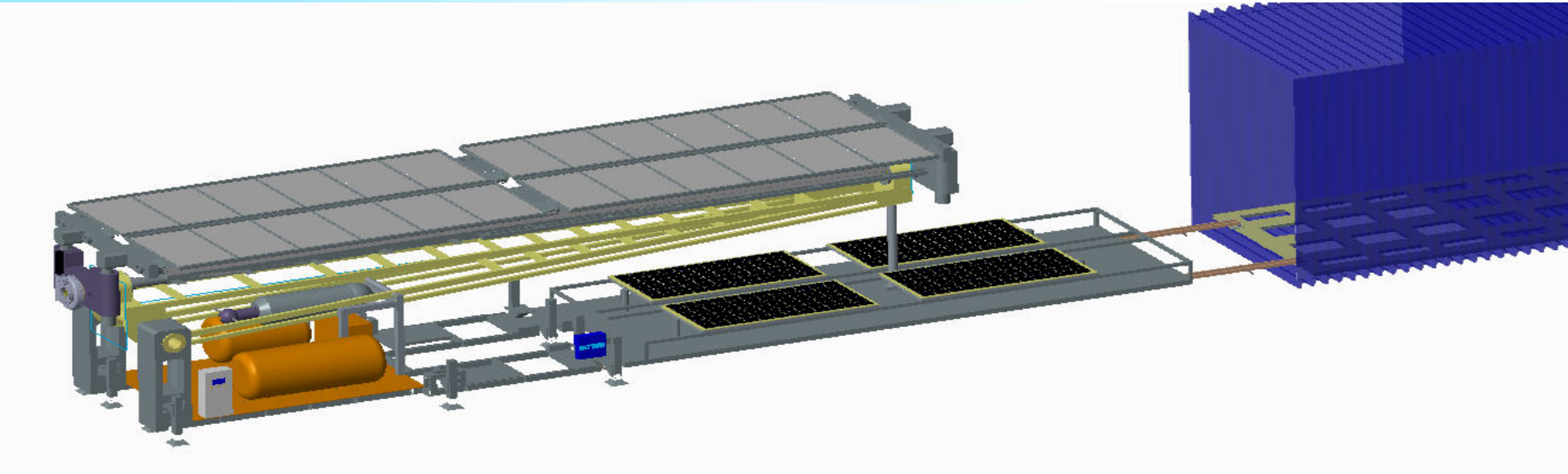

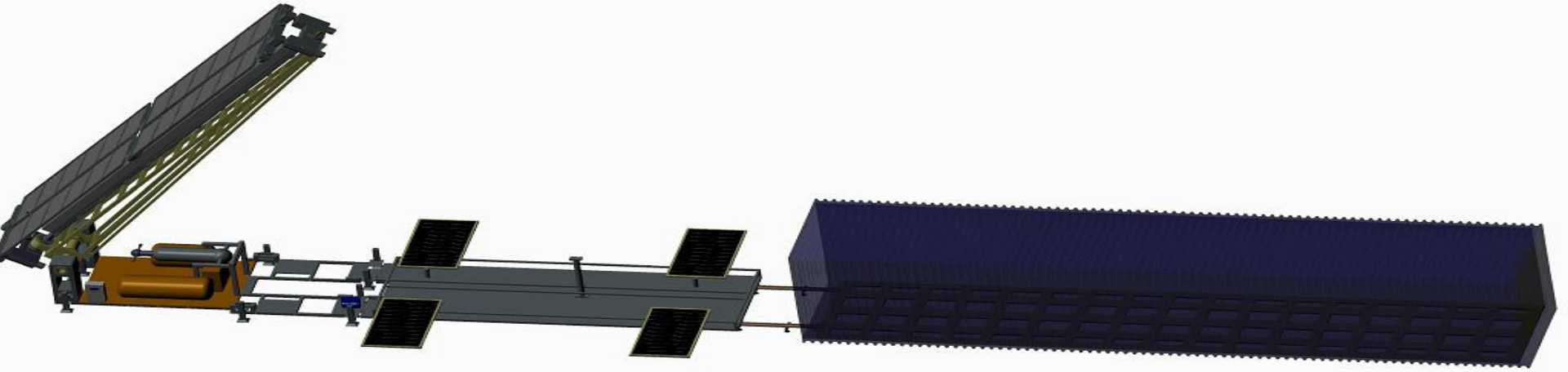

Target Segment - Beneficiaries

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- Industries who require heat for process applications
- Educational Institutions
- Forest Department
- Hospitals
- Tribal Department
- Religious Institutions
- Defence Establishments
- Public welfare Department
- House holds
- Govt. Buildings
- Ordinance Factories
- Municipal Corporations
- And many more……

Manufacturing Capability

Manufacturing Location:

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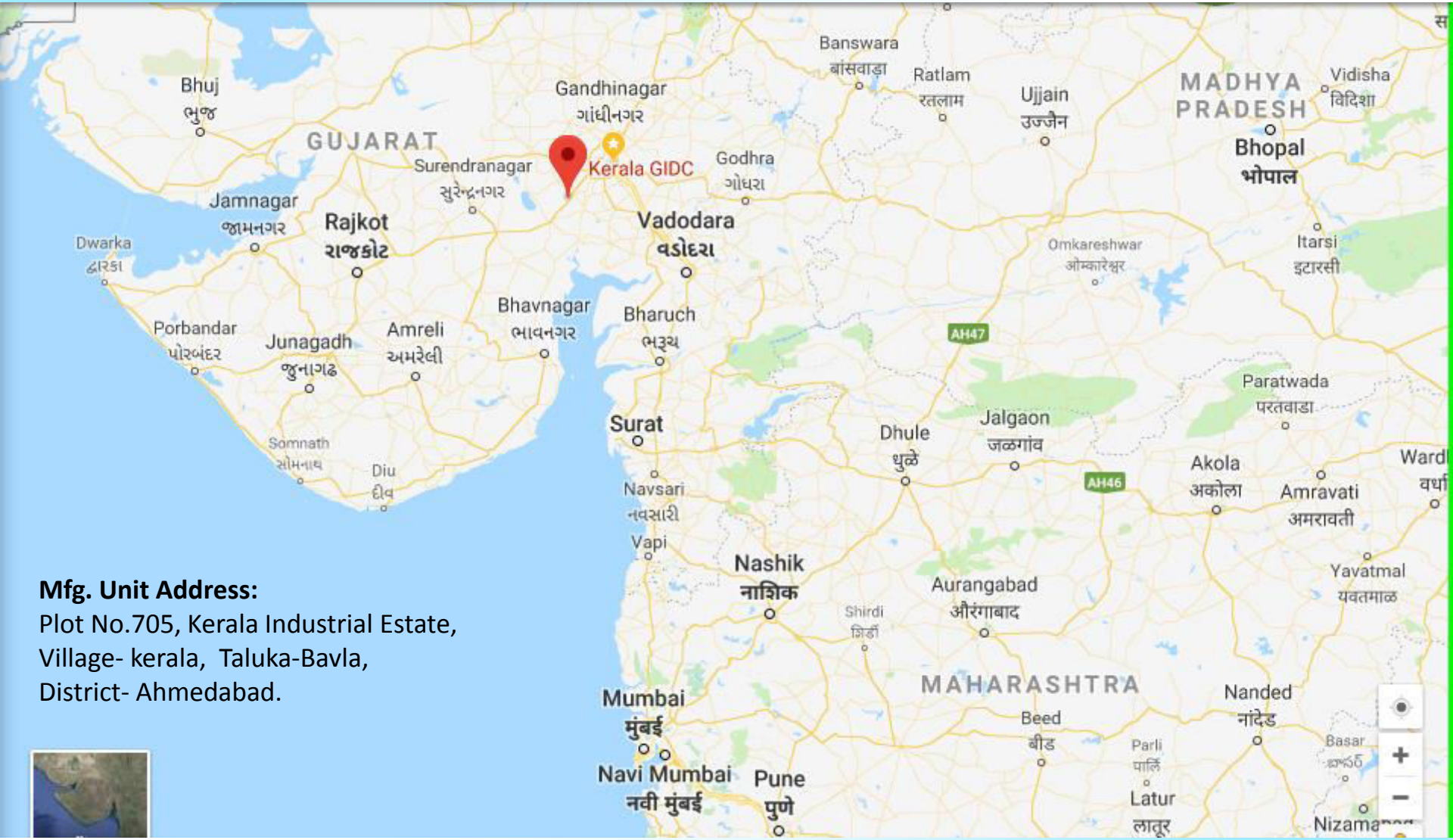

Mfg. Unit Address:
Plot No.705, Kerala Industrial Estate,
Village- kerala, Taluka-Bavla,
District- Ahmedabad.

Production Unit / Factory

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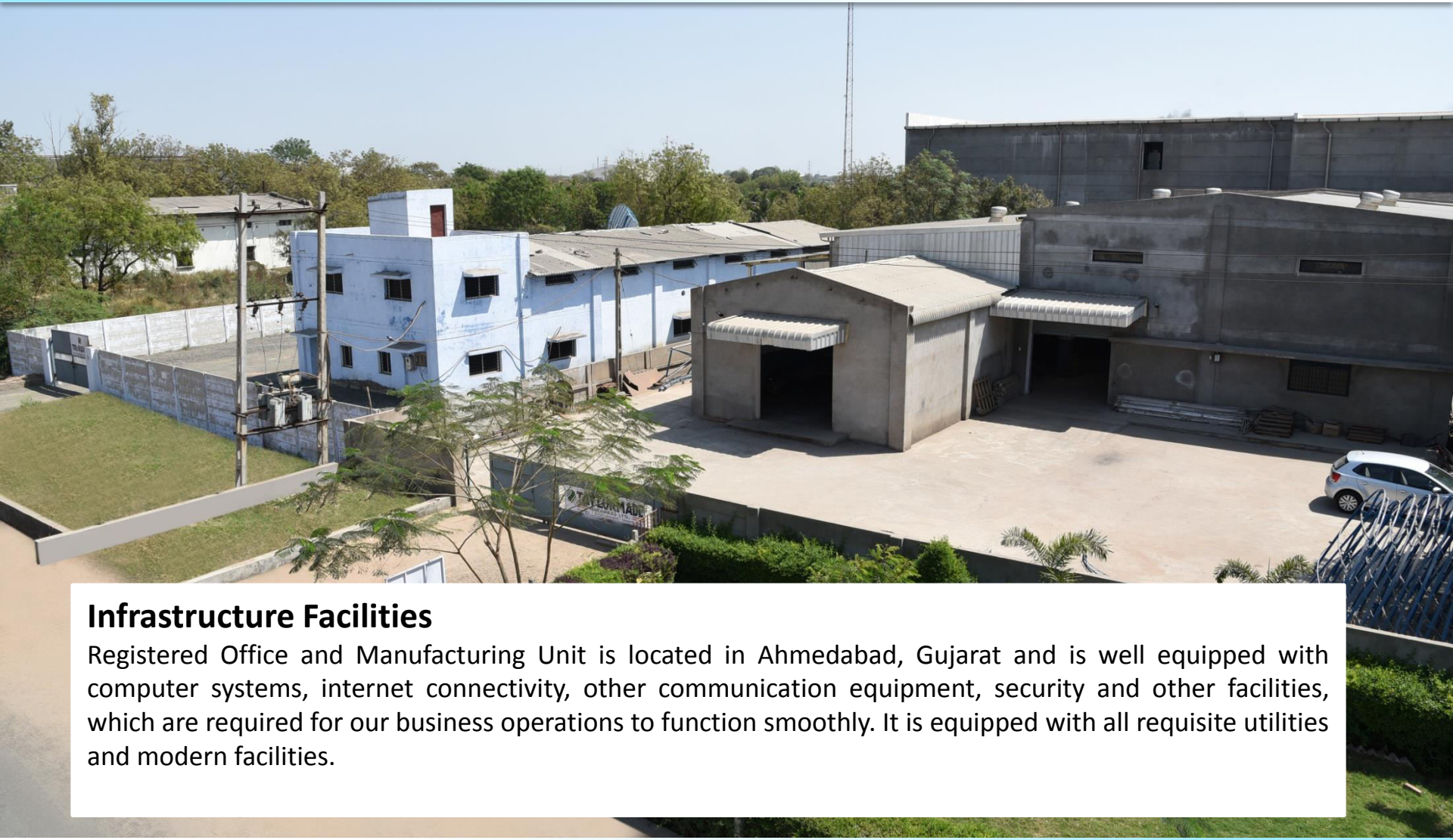

Infrastructure Facilities

Registered Office and Manufacturing Unit is located in Ahmedabad, Gujarat and is well equipped with computer systems, internet connectivity, other communication equipment, security and other facilities, which are required for our business operations to function smoothly. It is equipped with all requisite utilities and modern facilities.

R & D Unit

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706 – Kerala GIDC

Our Few Prestigious Customers

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Industrial Clients

- CAIRN INDIA LTD.
- Vardhman Group
- Jindal Steel Ltd.
- B.S Paper and Board Industry
- Hindustan Vidyut Pro. Pvt. Ltd.
- BHEL
- CAD, Pulgaon
- ISRO
- Jindal Refineries
- Alliance Industries

And many more……

Educational And Religious Inst.

- IIT, Roorkee
- Kalgidhar Trust
- Satyabhama University
- Gurudwara Shri Dhan Dhan Saheeb
- Gurudwara Shri Rara Saheeb
- Amrita Vishwa Vidyapeetham
- UREDA - Navodaya Schools
- Ecole Globale Int.
- Haryana Police Housing Corp.
- Sarv Siksha Abhiyan
- Dayalbaug University - AGRA

Value Proposition

- Business Edge
- Competitive Advantage
- SWOT Analysis
- Brief Profile of CMD

Business Edge

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- We believe in offering customized solution and are focused in delivering what we promise to our customers through our dedicated team of competent personnel having knowledge of core aspects of our business.

Promoters

Timely completion of projects

- Timely completion of the project as per the schedule and terms of the contract is of utmost importance for us. It is very critical for the growth of the organization.

- Customer satisfaction is the prime focus of our organization and we serve our level best to give them opportunity services.

Established Customer relationship

Competitive Advantage

Experience of our Promoters and management personnel

Timely completion of projects

Quality Assurance

Strategic Relationships and Access to Deal Flow

Established client relationship

SWOT Analysis

TAYLORMADE RENEWABLES LTD.
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Strength

- Market leader with a well recognized brand, vast product range and Long standing customer relationship
- Strategically located manufacturing facility with state of art infrastructure
- Experienced management and well qualified and experienced technical team.

Weakness

- Located in Gujarat leading to limitations in catering the whole Indian Market
- Low bargaining power with customers
- Highly working capital intensive.

SWOT

Opportunity

- Large potential growth expected in renewable Energy sector.
- Opportunity to penetrate Global markets as having Tie-ups with UK and Chinese Partners.

Threats

- Competition from Organised and Unorganised Players.
- Change in government subsidies and policies.

Growth Plan

- Vision & Mission
- Business Strategy
- Marketing Strategy and Competition

Vision & Mission

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Mission:

Building the best product, cause no unnecessary harm, use business to inspire and implement solutions to the environmental crisis.

Vision:

Save the Planet by developing New and Renewable Energy Products.

Business Strategies

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- *Training and Motivation of the staff*
- *Improve and increase operational efficiencies*
- *Enhancing client relationships*
- *Increase geographical presence*
- *Increase R&D activities with National and Global Institutions*
- *By above increase products and profitability.*

Financials

OVERVIEW OF FINANCIAL STATEMENTS

TAYLORMADE RENEWABLES LTD.
Energy | Environment | Innovation

Summary statement of Assets and Liabilities as Restated

(Rs. In Lakhs)

Sr. No.	Particulars	As at December 31,2017	As at March 31,				
			2017	2016	2015	2014	2013
	EQUITY AND LIABILITIES						
1)	**Shareholder's Funds**						
	a. Share Capital	207.26	45.00	45.00	45.00	1.00	1.00
	b. Reserves and Surplus	499.53	60.76	15.34	7.98	4.91	1.89
2)	**Share Application Money Pending Allotment**	-	-	-	-	-	-
3)	**Non-Current Liabilities**						
	a. Long-Term Borrowings	-	-	173.97	96.00	42.85	43.85
	b. Other Long Term Liabilities	-	-	-	-	-	-
	c. Deferred Tax Liability(Net)	1.90	2.90	-	-	0.62	0.13
4)	**Current Liabilities**						
	a. Short-Term Borrowings	445.32	725.86	349.17	191.81	-	-
	b. Trade Payables	352.67	187.27	171.78	73.83	91.80	30.87
	c. Other Current Liabilities	18.51	16.69	27.84	23.02	18.24	12.90
	d. Short-Term Provisions	52.62	20.82	7.39	4.90	5.63	2.20
	TOTAL	**1,577.82**	**1,059.30**	**790.49**	**442.54**	**165.06**	**92.83**
	ASSETS						
1)	**Non-Current Assets**						
	a. Fixed Assets						
	I. Tangible Assets	186.01	149.42	33.81	41.98	28.74	20.51
	ii. Intangible Assets	-	-	-	-	-	-
	iii. Capital Work in Progress	-	-	-	-	-	-
	b. Non-Current Investments	0.15	0.15	0.15	0.15	0.15	0.15
	c. Deferred Tax Assets (Net)	-	-	0.70	0.18	-	-
	d. Long Term Loans And Advances	8.80	8.80	8.80	8.80	-	-
	e. Other Non Current Assets	-	-	-	-	-	-
2)	**Current Assets**						
	a. Inventories	374.51	393.17	271.77	70.07	50.66	45.77
	b. Trade receivables	874.08	481.14	446.99	292.26	76.45	5.90
	c. Cash and Cash Equivalents	82.58	25.88	24.95	26.53	8.20	16.44
	d. Short-Term Loans And Advances	7.05	0.74	3.32	2.58	0.84	4.02
	e. Other Current Assets	44.65	-	-	-	0.02	0.04
	TOTAL	**1,577.82**	**1,059.30**	**790.49**	**442.54**	**165.06**	**92.83**

OVERVIEW OF FINANCIAL STATEMENTS

TAYLORMADE RENEWABLES LTD.
Energy | Environment | Innovation

Summary statement of Profit and Loss as Restated

(Rs. In Lakhs)

Sr. No.	Particulars	As at December 31,2017	For the year ended March 31,				
			2017	2016	2015	2014	2013
A	***INCOME***						
	Revenue From Operations	1,896.14	1,816.69	1,208.67	839.67	245.05	106.76
	Less: Excise Duty	-	-	-	-	-	-
	Other Income	1.59	2.43	2.15	1.11	0.38	1.60
	Total Income (A)	**1,897.73**	**1,819.12**	**1,210.82**	**840.79**	**245.43**	**108.36**
B	**EXPENDITURE**						
	Cost of Material Consumed	1,461.53	1,592.21	1,127.05	645.87	161.78	59.35
	Purchase of Stock-in -Trade	-	-	-	-	-	-
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	18.67	-121.40	-201.70	-19.41	-4.89	-5.77
	Employee benefit expenses	41.50	74.98	34.19	27.42	27.98	8.88
	Financial Cost	54.01	50.08	34.18	16.44	0.19	0.22
	Depreciation and amortization expenses	12.65	12.64	8.17	8.48	2.81	3.22
	Others Expenses	131.72	144.63	198.01	157.70	53.12	41.04
	Total Expenses (B)	**1,720.09**	**1753.14**	**1199.90**	**836.51**	**241.00**	**106.94**
C	**Profit before exceptional, extraordinary items and tax (A-B)**	**177.64**	**65.99**	**10.92**	**4.28**	**4.43**	**1.42**
D	Add: Exceptional Items	-	-	-	-	-	-
E	**Profit before extraordinary items and tax (C+D)**	**177.64**	**65.99**	**10.92**	**4.28**	**4.43**	**1.42**
F	Prior Period Income/(Expenses)	-	-	-	-	-	-
G	Extraordinary items	-	-	-	-	-	-
H	**Profit before tax (E+F+G)**	**177.64**	**65.99**	**10.92**	**4.28**	**4.43**	**1.42**
	Tax expense :						
	(I) Current tax	49.62	16.97	4.09	2.01	0.92	0.41
	(ii) Deferred Tax	-0.99	3.60	-0.53	-0.80	0.49	-0.00
	(iii) Income Tax for Earlier Years	-	-	-	-	-	-
J	Profit/(Loss) for the period After Tax- **PAT**	**129.01**	**45.42**	**7.36**	**3.07**	**3.02**	**1.01**

KEY FIGURES

TAYLORMADE RENEWABLES LTD.
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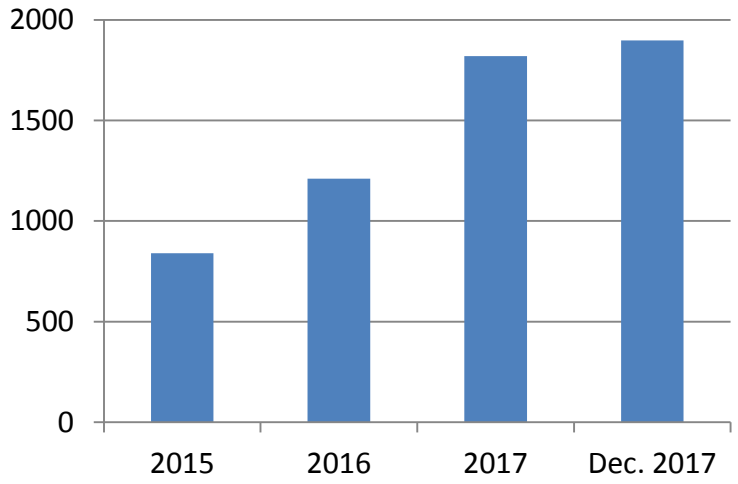
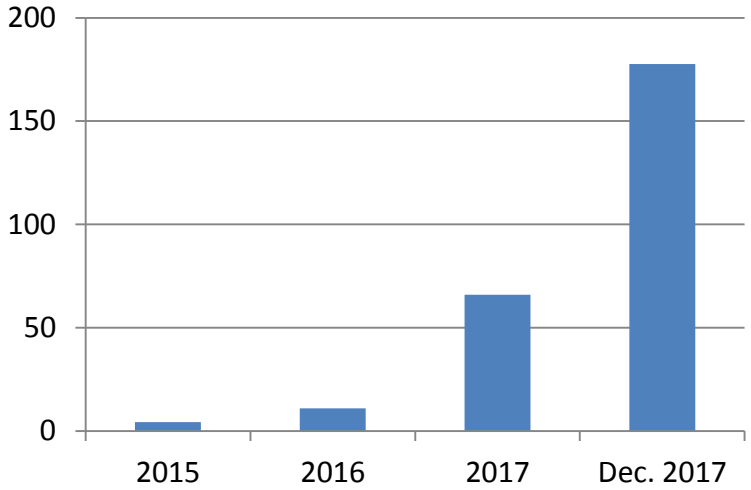
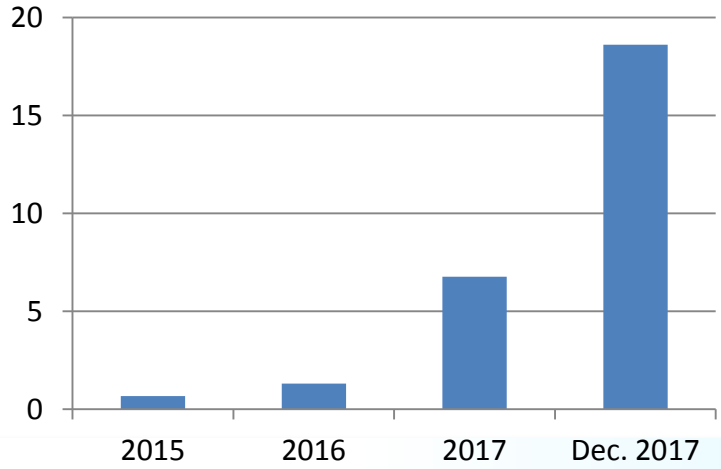
Total Revenues



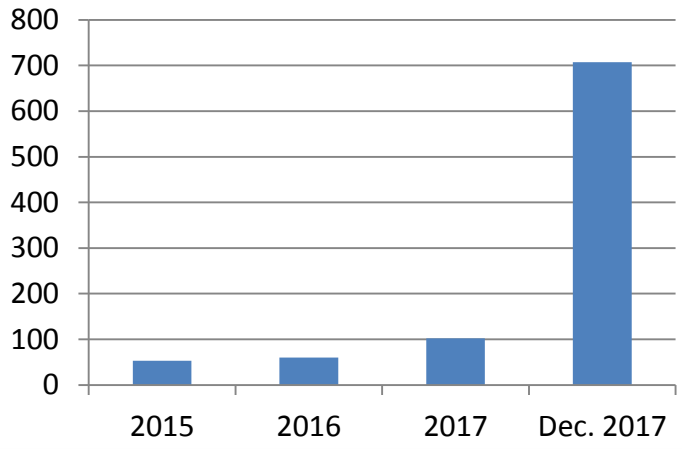
Profit before Tax



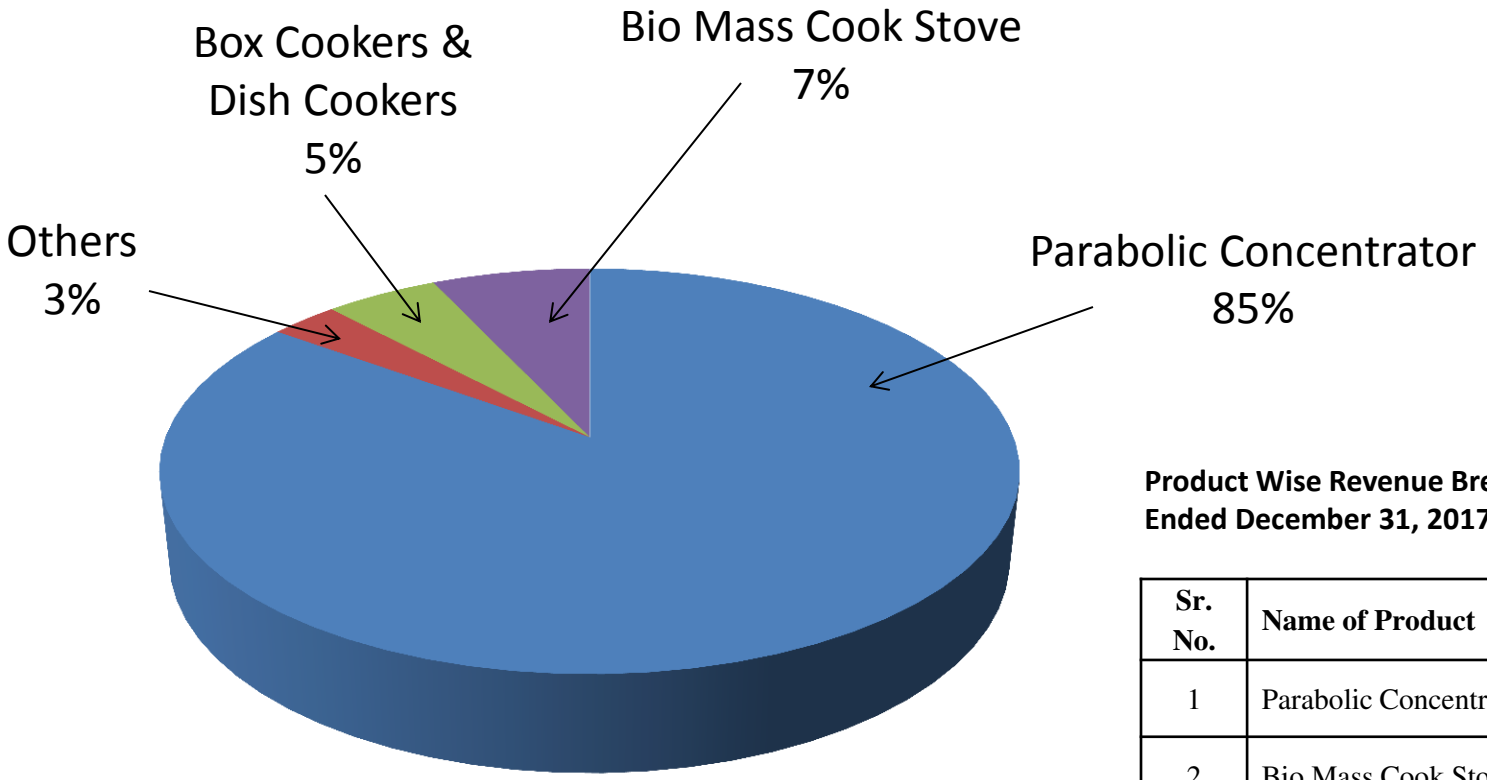
EPS



Net worth



PRODUCT WISE REVENUE BREAK UP



Product Wise Revenue Break Up For Period Ended December 31, 2017

Sr. No.	Name of Product	Amount (In lakhs)
1	Parabolic Concentrator	1611.72
2	Bio Mass Cook Stoves	132.73
3	Box Cookers & Dish Cookers	94.81
4	Others	56.88
	TOTAL	**1896.14**

STATE WISE REVENUE

TAYLORMADE RENEWABLES LTD.
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For the period ended December 31, 2017 our state wise revenue are mentioned below:

Sr. No.	States	For the period ended December 31, 2017 (Amount in lakhs.)
1.	Chhattisgarh	435.61
2.	Himachal Pradesh	373.61
3.	Gujarat	314.51
4.	Uttrakhand	235.47
5.	Uttar Pradesh	134.17
6.	Andhra Pradesh	131.75
7.	Madhya Pradesh	117.99
8.	Jammu &Kashmir	75.68
9.	Haryana	39.08
10.	Maharashtra	35.48
	Others	2.79
TOTAL		**1896.14**

Industry Growth & Trends

Industry Growth & Trends

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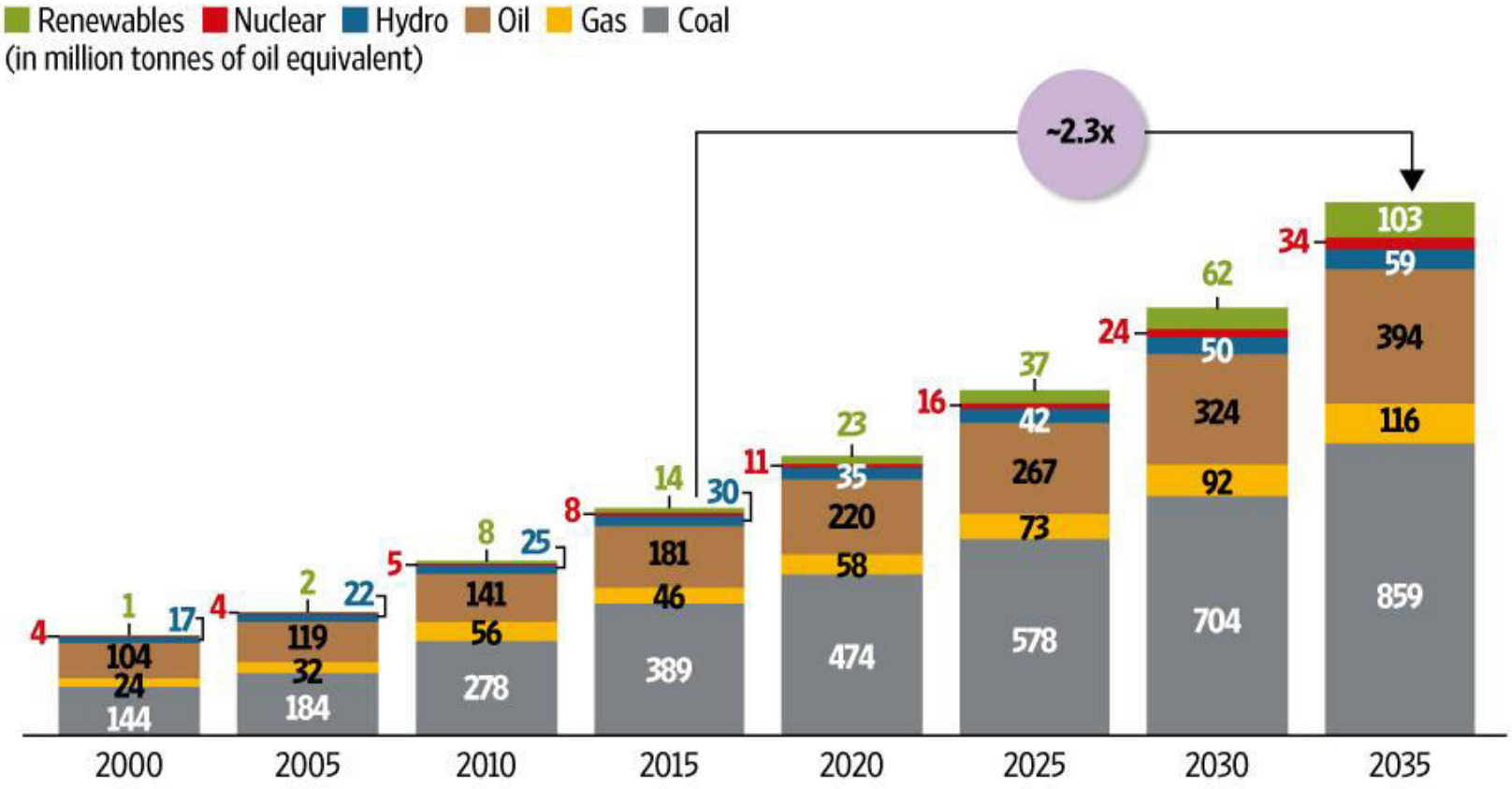
RISING NEED

Primary energy demand is expected to increase by 2.3 times over the next 20 years.



GRAPHIC BY VIPUL SHARMA/MINT

Source: BP Energy Outlook to 2035

COMPANY CONTACT DETAILS

Harsh D. Gor (C.F.O.)

Contact: Ph. 079-40040888 Mo. 098986 33390 E-mail: cfo@tss-india.com

THANK YOU

Our Lead Managers:

Guiness Corporate Advisors Pvt. Ltd.

http://www.guinessonline.net/